

TRADE REVIEW AND OUTLOOK

Political Activities Play
Small Part in General
Business Conditions.

PRICES CHIEF FACTORS

Transportation Problem
Also Dominating Business
Feature at Present.

While national political uncertainties and the near approach of summer have imposed some further restraint upon business activities, price considerations and transportation difficulties remain the dominant factors in the situation. Relief from the traffic congestion has continued, but does not come quickly enough to permit of full freedom in mercantile and industrial operations. Divergent views on the price question are still the cause of much of the present policy of hesitation and waiting. The wide publicity given to the reduction of retail prices has, however, seemingly created the impression among some interests that in practically no other quarter has there been evidence of price giving. In fact, certain important commodities have weakened appreciably in wholesale lines, and others are distinctly easier, and some quotations that are either unchanged or little advanced would disclose a sizeable decline if sufficient trading were being done to really establish a market. That conditions are turning more strongly in favor of the broadening of the market by current dispatches, and expectations of additional downward price revisions chiefly explain the prevailing disposition of the wholesale purchaser to commit themselves extensively for the future, and partly account for the frequent reports of cancellations of orders. While a parallel has been drawn between the existing lull in business and that which developed after the signing of the armistice late in 1918, and which was followed by great commercial activity, some phases are now apparent that were absent or were not readily discernible during the earlier period, including the growing disposition to discount to extreme prices, the forcing of liquidation through financial pressure and the closer control of credit, and the fact that the steadily enlarging number of buyers are tending to lessen the shortage of domestic supplies, and are making for a return of sharper competition in selling. While the outlook for the future cannot be plainly foreseen, but they are having no inconsiderable influence upon the immediate situation, and merit more than passing notice. A narrowing of the margin of increase in bank clearings, moreover, is not without significance, and cannot be wholly attributed to shrinkage in transactions in speculative markets.

Iron and Steel Trades Hesitant.
Further hesitation than has lately been witnessed is now seen in iron and steel markets, and is not wholly due to the transportation troubles. The railroad strike seems to be a condition of the freer shipments in some districts, and reports of progress toward recovery in other districts are somewhat encouraging. From the buying standpoint, however, the situation presents an apathetic appearance, and there has been some reversal of opinion regarding the probable future trend of prices. While a higher level on certain grades of pig iron are considered likely, the impression is gaining ground, according to Pittsburgh dispatches, that the peak of most iron and steel prices has been passed, and that the main trend will be downward when the freight congestion is further remedied. That the weakness which has developed in some other commodities at wholesale may have influenced this view, is not improvable.

Hide and Leather Prices Unsettled.

When enough new business develops in hides and leather to really establish a market, it will be interesting to note the price that sellers will accept to move accumulated holdings. Another week has passed with little trading in these commodities, which are difficult to quote in the circumstances, and there does not now seem to be any prospect of an immediate general revival of activity. The weakness of the situation is clearly evident, and the depression in calf-skins is one of the outstanding features. Whereas at the top levels last year New York City skins commanded as high as \$10, \$11, \$12, offerings were last made at \$2.25, \$4.25 and \$5.25, respectively, and the market is not regarded as being over \$3, \$4 and \$5 today. The appreciable break in prices of hides and skins, accompanied by a pronounced reduction of demand for shoes and leather goods, has resulted in a large surplus of raw

CITIZENS SAVINGS BANK

Commercial Accounts
Safe Deposit Boxes
Monthly Statement Service
1336 N. Y. Ave.

THE BARRICADE —THE WOLF

There is no danger of the "wolf" coming out in the door, as is so often said. The door is in the wall, and the wolf is in the door. The first feeling of safety will be the first feeling of danger. The first feeling of danger will be the first feeling of safety.

Swartzell, Rheem & Hensley Co.
727 Fifteenth Street
Washington, D. C.

"Opportunity Period" Speeding to End In Herald Salesmanship Campaign, For Extra Credits and Cash Awards

CONTINUED FROM PAGE ONE.

You really have double advantage as you are building up your credit toward the winning of one of the extra cash awards—the \$6,000 home and the six automobiles. Should Do Best Work. Those who are now enrolled as members of the Salesmanship Club should hustle as they have never hustled before. They should get in every available subscription possible, while these subscriptions count big for them. Those who are thinking of joining should not let their thoughts wander any—they should immediately get into the race at the most opportune time. Subscriptions positively count more now than they will at any time after June 17.

New Joiners Daily. Every day shows new joiners. The "grandstand" enthusiasts are watching the race and will admire the plucky ones who get into the race and win out with flying colors. They will help you now, if you will put show the right spirit and determination, and they will cheer for you after the race has been run, if you will live up to their expectations.

Four friends recognize your ability and are just waiting to see if you have courage enough to get out and win what is offered for a little spare time effort. There are thousands of people throughout the city and country who are waiting for some ambitious man or woman to call on them for a subscription to "The Herald." "Washington's Brightest Newspaper."

Those who have not joined in the race as yet should immediately send in their entry and a few subscriptions so as to have the credits awarded by great commercial activity. Some phases are now apparent that were absent or were not readily discernible during the earlier period, including the growing disposition to discount to extreme prices, the forcing of liquidation through financial pressure and the closer control of credit, and the fact that the steadily enlarging number of buyers are tending to lessen the shortage of domestic supplies, and are making for a return of sharper competition in selling.

Dignified Proposition. While competing in The Herald Salesmanship Club Campaign you are taking part in a dignified proposition. In selling subscriptions you are not asking people to give them something for nothing as every subscriber receives his full money's worth in having The Herald delivered to him seven days a week for the next twelve months. The only favor the subscriber extends is that by giving a subscription the salesman obtains credits which will help him win a grand award—an automobile or a home.

Not Too Late to Start. It is not too late to join the Salesmanship Club. Make a start on the road. Clip the coupon, fill in your name and address and mail it to the Club Headquarters, 423 Eleventh street, northwest. The time to act is now—not tomorrow, for tomorrow never comes. Our phone number is Main 3300. Call us up and we will be pleased to answer all your questions and ask for particulars. Or, better still, call at the office and have the Sales Manager explain the proposition in detail. For convenience we will instruct one of our representatives to call on you. He will give you full particulars and receipt books. Opportunity is beckoning you on. Answer the call.

Salesmanship Club Members

Standings as Corrected Sunday for Publication.

DISTRICT ONE.

All that section of Northwest Washington east of Sixteenth street and south of including N street.

MEMBERS CREDITS
William A. Barger..... 49,000
Mrs. Mabel C. Berger..... 56,000
Edw. Brause..... 13,000
Cecil Davis..... 13,000
Chas. O. Kerr..... 13,000
John D. Lehr..... 13,000
Chas. Manthorpe..... 13,000
Mrs. Peter Messino..... 52,000
John B. Mitchell..... 51,000
Andrew Panagapoulos..... 54,000
Ralph Pines..... 28,000
Walter Postman..... 13,000
John M. Reed..... 21,300
W. S. Rice..... 13,000
Mrs. S. Rosenfeld..... 13,000
John A. Sachs..... 13,000
Clarence L. Schmid..... 29,000
Vincent Stalabott..... 25,000
Edw. D. Talbert..... 55,000

DISTRICT TWO.

All that section of Northwest Washington and District of Columbia west of and including Sixteenth street.

MEMBERS CREDITS
Fred Allison..... 47,000
Morris W. Askin..... 51,000
Mrs. T. Bell, Mar..... 25,000
Jeremiah Connolly..... 57,000
Hugh M. Devine..... 13,000
Robt. B. Doling..... 13,000
Mark Friedlander..... 13,000
Joseph Hoffman..... 50,000
Steve Lampros..... 25,000
Walter Leaman..... 25,000
Mrs. R. S. Ledman..... 56,000
William MacDonald..... 12,000
Joseph L. Maggio..... 51,000
Paddy Markley..... 13,000
C. C. Mayer..... 49,000
Stacy Nash..... 28,000
Walter F. Palmer..... 25,000
Mrs. Walter L. Paul..... 49,000
Miss Ruth Price..... 53,000
Joseph A. Shaffer..... 27,000
William Sullivan..... 15,000
Benj. F. Torrey..... 55,000
Milton A. Trenham..... 13,000
Mrs. Grace True..... 24,000
G. E. Tucker..... 13,000
Miss Eugene M. Wilson..... 54,000
Vilas C. Yetter..... 52,000

DISTRICT THREE.

That section of Northwest Washington north of N street and east of Sixteenth street.

MEMBERS CREDITS
A. H. Bacas..... 25,000
Mrs. C. L. Bancroft..... 21,000
Mrs. C. M. Baruch..... 21,000
E. E. Beach..... 13,000
W. A. Brach..... 13,000
Charles H. Borman..... 54,000
Granville Christman..... 48,000
Robert E. Doyle, Jr..... 50,000
Robert E. Garner..... 47,000
Mrs. N. G. Gentry..... 25,000
Mrs. Katharine L. Hargett..... 13,000
Aris P. Harrison..... 13,000
Miss Rose Krucoff..... 13,000
Paul McNeil..... 13,000
W. M. Marshall..... 13,000
D. E. McLe..... 25,000
D. S. Morgan..... 12,000
D. S. Ofano..... 13,000
Charles E. Parker..... 13,000
Miss George Pellen..... 57,000
F. E. Roney..... 49,000
Mrs. Clara W. Ryan..... 49,000
Mrs. Ray Sanders..... 53,000
Robert C. Smallwood..... 13,000
Morris Stein..... 21,000
Mrs. Lenah J. Talbott..... 59,000
Miss Elizabeth Taylor..... 52,000
Mrs. F. L. White..... 52,000

DISTRICT FOUR.

All of Northeast Washington, including Benning, Kenilworth, Trinidad, Ivy City, Brookland, Langdon and Woodridge.

MEMBERS CREDITS
Robert H. Alcorn..... 52,000
S. Wade Callahan..... 50,000
E. L. Carleton..... 55,000
Mrs. Bessie Gray..... 57,000
Miss M. H. Harrington..... 29,000
A. F. Jones..... 51,000
Maxwell Mackenzie..... 53,000
Frank Pew..... 13,000
Stephen Pope..... 54,000
F. M. Pratt..... 12,000
Apostle Slady..... 13,000

DISTRICT FIVE.

All of Southeast Washington, including Anacostia and Congress Heights.

MEMBERS CREDITS
Mrs. Helen M. Blanchard..... 21,000
N. S. Blankenship..... 55,000
George M. Carhart..... 54,000
Mrs. Grace Dixon..... 45,000
Mrs. Betty Lodge..... 13,000
Anthony Martin..... 50,000
George E. Gould..... 29,000
Miss Louise F. Grubb..... 49,000
John H. Halstead..... 53,000
J. Francis Hillyard..... 58,000
H. W. Irwin..... 41,000
Miss Jessie L. Ryan..... 52,000
Calvin A. Schaeffer..... 21,000
Ernest Schilke..... 13,000

DISTRICT SIX.

All of Southwest Washington.

MEMBERS CREDITS
Mrs. Claude J. Coffin..... 21,000
Daniel Goldbaum..... 13,000
John R. Jenkins..... 57,000
John D. Mathias..... 29,000
E. Riley..... 13,000
J. Sheahan..... 13,000
Charles H. Weeks..... 55,000

DISTRICT SEVEN.

Alexandria City, Alexandria, Loudoun and Fairfax counties.

MEMBERS CREDITS
W. W. Boyce, Alexandria..... 13,000
Mrs. W. E. Donohoe, Leesburg..... 50,000
Harry Jackson, Leesburg..... 13,000
Miss Helen McCarty, Fairfax..... 28,000
Miss Sarah V. Nicklin, Alexandria..... 28,000
Geo. M. Ramby, Alexandria..... 13,000
John H. Reinheimer, Leesburg..... 29,000
Keith Shreve, Ballston..... 20,000
Mrs. Emma L. Simpson, East Falls Church..... 13,000
Elmer E. Speer, Ballston..... 21,000
Harvey W. Williams, Alexandria..... 52,000

DISTRICT EIGHT.

All of Virginia (except that territory included in District No. 7); all of Maryland and all other States and Territories.

MEMBERS CREDITS
Allen Biedler, Woodstock..... 25,000
William Chance, Jr., Chevy Chase..... 13,000
R. J. Davis, Manassas..... 21,000
Wm. DeCoss, Warrenton..... 13,000
M. A. Estes, Estes..... 12,000
Lawrence Herrell, Winchester..... 45,000
Stephen B. Hirsch, Brightwood..... 54,000
Miss Blanche McDaniel, Purcellville..... 47,000
Miss Alice L. Manuel, Briarwood..... 43,000
Miss Ruth E. Martin, Frederickburg..... 21,000
Miss Mary L. Rector, Haymarket..... 22,000
Mrs. Ben Sinclair, Charlestown..... 22,000

SECRETARY OF WAR BAKER AND FAMILY TAKING PART IN PEACETIME WASHINGTON SOCIAL LIFE



BETTY BAKER.
During the war the family of Newton Baker, Secretary of War, seldom participated in Washington functions not connected with war work. Since the return of peacetime, however, they have been taking a prominent part in Washington's social life. Betty Baker recently appeared as "Arethusa" in the annual May festival of the Friends' Select School. Mrs. Baker is shown posing for an oil painting of herself and three children, the work of Seymour Stone, noted portraitist.

CHICAGO RESULT BLOW TO IRISH

London Papers Comment on
Absence of Plank in G.
O. P. Platform.

Washington's religious life has been enlarged by the opening of a hall at 1731 I street northwest, where every Sunday morning and evening scores of Utahans sojourning in Washington congregate to worship according to the Mormon faith. This marks the first time since the hall was first opened, two weeks ago. Among those who joined in the worship was Representative Welling, of Utah, who has been one of the most ardent supporters of the Utah colony. He assisted Senator Smoot and Assistant Secretary of the Treasury James H. Moyle in the organization of the local branch.

INDIA WOMEN HOPE FOR VOTE

Poetess in Rich Silks Outshines Lady Astor at Geneva.

(Washington Herald-Public Ledger Service, Special Cable Dispatch.)
By CONSTANCE DREXILL.
Geneva, June 13.—The brilliant success of the women of India at the international suffrage convention has been one of the features. It was not until the hugely attended public meeting Thursday that the Indian delegates were given a show Eastern women were capable of taking their share in international affairs. As Mrs. Catt, who was presiding, said, if anyone is to be a suffragist, it is the women of the Far East who are inferior to women of the rest of the world. The Indian delegates sitting on the platform had put on most gorgeous costumes of silks, richly embroidered with gold and all cut alike, much in the fashion of flowing tea gowns except that yards of material were used as a picturesque effect over the head.

New Mex Official Says "Shake!"

Gov. Emilio Portes Gil, recently appointed provisional head of the State of Tamaulipas, declares he wants to be friends with Americans. "I want to extend the hand of welcome to all Americans," says Governor Gil, "and to assure them protection of life and investment." He declared war on gambling and declares the laws will be enforced with an iron hand.



GOV. EMILIO PORTES GIL.

Capital's Mormon Population Growing So That Meeting Hall Is Provided For Religious Services of Church

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CADETS AND GIRLS IN BOX OF HONOR

Capt. C. R. Seckinger, First Lieut. K. Ireland and Second Lieut. K. Small, officers of Company A, McKinley Manual Training School, who won the annual High School Cadet drill, and a trio of lassies will occupy the box of honor tonight at the Garrick Theater, where the entire personnel of Company A of "Tech" and C of Central High will be guests of the management at the performance of "Parlor, Bedroom and Bath."

May Head Maryland College.

Frederick, Md., June 13.—The Rev. Dr. Norman Ward, former vice president of Western Maryland College, Westminster, is being considered for the presidency of the college as the successor of the Rev. Dr. Thomas H. Lewis, who recently resigned when he was elected president of the Baltimore Methodist Protestant Conference.

Duckies Stick to Bantam Mother After Thrills of Being Lost in City

Eugenia Warner and her bantam hen whose mother love was so great she took under her wing a brood of lost ducklings, and is raising them as her own.



Eugenia Warner's little bantam, hen, although childless, had a mother-heart so big that when four fluffy little ducklings wandered from their parents in Golden Gate Park, San Francisco, got lost on the highway and were being threatened by autos and stray cats she took them under her wing.

Jewelry Theft at Parsons Nets Thieves Thousands

Parsons, W. Va., June 13.—The sheriff is investigating the robbery of the store of the Parsons Dry Goods and Clothing Company, the robbers having secured several thousand dollars' worth of jewelry and clothing. The dental office of Dr. M. B. West also was entered and \$100 worth of gold taken.

U.S. MAY SWITCH CRAVATH SAYS DUE FOR SLUMP

Expect Change of Front on
War Burdens After
Elections.

(Washington Herald-Cross Atlantic Service, Special Cable Dispatch.)
By ORTON TEWSON.
London, June 13.—Belief that after the fall elections some way would be worked out for America to assume her share of the burdens attendant on the settlement of world war was expressed here today by Paul Cravath, formerly legal adviser to the peace commission.

"While there's great reluctance on the part of the American people to become entangled in European boundary disputes," said Cravath, "yet it is my hope that after the presidential elections some new international arrangement can be worked out which will afford to the United States an opportunity to do its share in carrying the burdens of the world."

REV. STEWART ACCEPTS CALL

Second Baptist Church Pastor
to Take Pastorate
in Philadelphia.

The Rev. Howard I. Stewart, for five years pastor of the Second Baptist Church, Fourth street and Virginia avenue southeast, announced yesterday that he had accepted a call to the Mantua Baptist Church of Philadelphia.

12 BIG EXCURSIONS TO CHESAPEAKE BEACH

Twelve big excursions to Chesapeake Beach are scheduled for this month, according to the announcement by officials of the Chesapeake Beach Railway last night. The schedule follows:
June 24, Letter Carriers' Association; June 25, State Council of the Daughters of America; June 26, Douglas M. E. Church Sunday School, Waugh M. E. Church Sunday School, First Methodist Protestant Church Sunday School and Trinity M. E. Church Sunday School; June 29, Billy Sunday Tabernacle Workers, and June 30, Fourth Presbyterian Church Sunday School, Eckington Presbyterian Church Sunday School, Columbia Heights Lutheran Church Sunday School and North Carolina Avenue Methodist Protestant Church Sunday School.

DISTRICT JOB MAY STAY OPEN

Wilson Expected to Delay
New Nomination of
Commissioner.

It was learned at the White House yesterday that President Wilson has not taken under advisement any new names for the District Commission, which was left open by the Senate's refusal to confirm the nomination of the Rev. John Van Schaick, Jr.

STRAWBERRY GLUT IS NOW PREDICTED

Hagerstown, Md., June 13.—The strawberry crop in this section is nearly at its apex. Next week will see the height of the crop and a glut of fruit is expected on the city market with a probable slump in prices. Yesterday 15,000 boxes of berries were offered for sale here and disposed of more readily than in the early part of the week, owing to a fresh arrival of sugar, for which housewives have been waiting. The large belief for 24 and 25 cents a pound and the supply was soon exhausted.

Legionaries Meet Tonight

Members of the George Washington Post of the American Legion will meet at 423 G street northwest, Vaudeville and other forms of amusements will feature the night.